

# GRADUS

Gradus Ltd (a Gerflor company) are manufacturers of flooring accessories, entrance matting, wall protection and specialist LED lighting systems. Our attention to detail, forward thinking and passion for improvement has led to our success in the UK and International markets.

We have customers ranging from designers & architects to contractors and building owners, spanning all market sectors including Commercial Office, Education, Healthcare, Residential, Retail, Leisure & Hospitality.

Due to our ongoing success, we now have a vacancy for a

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## **Matting & Lighting Business Development Manager**

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Field Based / UK

### **What the role looks Like ...**

Reporting to the KAM Hospitality this role is responsible for the strategic account development of our Matting and Lighting ranges as well as the management of the Matting Specialists accounts and promotion of installing our products.

Working hand-in-hand with the REGIONAL ASM, RETAIL, HOUSING and INDUSTRY KAM this role is crucial in maintaining Gradus Accessories market share and presence.

KPI linked to the growth of the TRANSPORT and SHOPPING CENTRES segments are part of the role.

### **Key Responsibilities....**

Communication is the key to success or a constant free flow of communication between the Business Development Manager Matting/Lighting with the Regional Sales Managers and Area Sales Managers is vital to the good running of our business.

The BDM Matting/Lighting will work hand in hand with the RSM to structure joint promotional activities, training, regional stocking deals, trade shows participation, pricing etc...

### **Key skills are as follows....**

This role is suited to an experienced sales professional with a successful track record in a field-based role, but not essential as full training will be provided.

Some knowledge on Matting and / or lighting would be advantageous.

Must be a strong communicator with entrepreneurial spirit.

The ability to network and collaborate.

Experience of the flooring industry - some knowledge of accessories would be an advantage but not essential.

The ability to inspire, influence and manage key stakeholders at a senior level.

### **What we can offer....**

Competitive Salary Package \*Company Car / Laptop and Mobile Phone

Monday to Thursday 8.30am – 5.15pm / Friday 8.30 – 5.00pm

26 days annual leave plus bank holidays (4-5 days saved for Christmas shutdown) pro rata.

Option to purchase a further 5 days of annual leave.

Employee Benefits Platform provided by VIVUP which includes Employee Assistance Programme - 24/7 free confidential advice, Discounted Gym Membership, discounted high street shopping and Cycle to work Scheme.

Proactive and supported Probation Period - usually 6 months

Group life insurance and death in service.

Pension auto-enrolment after 3 months, 3% employer (rising to 6% after 12 months) 5% employee.

Occupational Health Services

Discounted Gym Membership with Everlast Gym

Refurbished and prestigious Head Office/Warehousing building close to all transport links.

Extremely high retention in a family orientated business.

### **Eligibility Criteria...**

You must have a full driver licence and the right to work in the UK, and valid residency status to apply for this role.

Applications should be made in writing with a current CV, to [recruitment@gradus.com](mailto:recruitment@gradus.com), or in writing to the HR Department, Springbank, Brunel Road, Macclesfield, SK11 0TA

For more information on our company please visit our website

**[www. Gradus.com](http://www.Gradus.com)**